Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014

Message Text

UNCLASSIFIED

PAGE 01 QUITO 00055 061612Z
ACTION ARA-14

INFO OCT-01 ISO-00 EB-08 /023 W
----------085951 061642Z /44
R 051403Z JAN 78
FM AMEMBASSY QUITO
TO USDOC WASHDC
INFO SECSTATE WASHDC 6815

UNCLAS QUITO 0055

E.O. 11652: N/A
TAGS: BEXP, EC
SUBJECT: PRODUCT OPPORTUNITY: SECURITY TRAINING AND EQUIPMENT

1. THE CHIEF OF THE SECURITY DEPARTMENT OF THE STATE PETROLEUM CORPORATION (CEPE) VISITED THE EMBASSY SEEKING THE NAMES OF U.S. COMPANIES OR INSTITUTIONS OFFERING THE FOLLOWING SECURITY TRAINING PROGRAMS:
A. PHYSICAL SECURITY OF COMMERCIAL INSTALLATIONS INCLUDING OFFICES AND WAREHOUSES.
B. PHYSICAL SECURITY OF PETROLEUM INSTALLATIONS INCLUDING REFINERIES, FIELD OPERATIONS, AND PIPELINES.
THE SECURITY CHIEF WOULD BE THE SOLE INITIAL PARTICIPANT IN SUCH TRAINING (ALTHOUGH OTHER CEPE OFFICIALS MIGHT ATTEND IN THE FUTURE.) HE WOULD LIKE TO KNOW THE AVAILABLE DATES, AND THE FINANCIAL AND BACKGROUND REQUIREMENTS.

2. DURING HIS TRAINING THE CHIEF WANTS TO REVIEW, INTER ALIA, SECURITY SY TEMS, ROBBERY INVESTIGATION EQUIPMENT, QUALITY CONTROL MONITORING EQUIPMENT TO GUARD AGAINST THE ALTERATION OF PETROLEUM DERIVATIVES, AND TRAINING BOOKS OR LITERATURE. CEPE WILL PROBABLY BUY THE MATERIALS HE DESIGNATES AFTER HIS TRAINING.

3. INTERESTED COMPANIES MAY WRITE DIRECTLY TO:
MAYOR LUI GUDINO
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JEFE DE SEGURIDAD FISICA
CORPORACION ESTATAL PETROLERA ECUATORIANA (CEPE)
AVENIDA ORELLANA Y JUAN LEON MERA (ESQUINA)
QUITO, ECUADOR

4. COMMENT: WHILE THE SIZE OF THIS PRODUCT OPPORTUNITY MAY BE LIMITED, A U.S. SECURITY FIRM MIGHT EVENTUALLY GAIN

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ADDED COUNTRY-WIDE BUSINESS (NOT ONLY FROM CEPE) IN THE FORM OF TRAINING SERVICES, CONSULTATION, AND DIRECT EQUIPMENT SALES.
BLOOMFIELD

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NNN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 05 jan 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780010-0989
Format: TEL
From: QUITO
Handling Restrictions: n/a
Image Path:
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Legacy Key: link1978/newtext/t19780196/aaaaddgi.tel
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Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
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Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 07 feb 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3824293
Secure: OPEN
Status: NATIVE
Subject: PRODUCT OPPORTUNITY: SECURITY TRAINING AND EQUIPMENT
TAGS: BEXP, EC
To: COM
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/22cf8be6-c288-dd11-92da-001cc4696bcc
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